3rd ACI-NA Airport CFO Summit
Tuesday and Wednesday, July 21 – 22, 2009
Hosted by Indianapolis International Airport, Indianapolis, IN

Agenda – Tuesday, July 21st
(As of July 16, 2009)

8:00 - 8:30 Breakfast

8:30 Welcome and opening remarks
   - Marsha Stone, Chair, ACI-NA Finance Committee (Indianapolis Airport Authority)

8:40 Self-introductions

8:50 Roundtable #1 – Accounting and Financing (Jami McLeod, Metropolitan Nashville Airports Authority)
   1. OPEB Update (30 minutes)
      - Final OPEB Survey Results (Betsy Taylor, Massport)
   2. Web available financial information survey (Lisa Stanton, Sacramento County Airport System) (15 minutes)
   3. Investor Relations (20 minutes)
      - Amy Weston, Denver International Airport
   4. Legislative issues – Debby McElroy, ACI-NA (20 minutes)
   5. ACI-NA communication tools and resources – Liying Gu, ACI-NA (5 minutes)
   6. Roundtable discussion – possible topics
      - PFC
      - AMT holiday and recent bond deals
      - Recent creative financing approaches / debt restructurings
      - Tender offer
      - Privatization
      - Operating and capital budgeting
      - Environmental topics (storm water, GASB 49, and going green)

11:50 Lunch
   Case Study – How to use eLearning to drive your training dollar further
   – Eddie Ragauscas, Manager, ACI Online Learning Centre

12:45 Roundtable #2 – Strategic Business Planning & Performance Management (Steve Gordon, Oakland International Airport)
   - Benchmarking Survey Update (Gordon) (20 minutes)
     - Preliminary Results of the 2009 Benchmarking Survey and FAA 127 Initiative
   - KPI Dashboard (Gordon) (10 minutes)
   - ACRP #03-06: Strategic Planning Guidebook (Shawn M. Kinder, Ricondo & Associates, Inc.) (30 minutes)
   - ACRP #01-06: Guidebook for Developing an Airport Performance Measurement System (Marcela Bessenyei, Infrastructure Management Group, Inc.) (30 minutes)
   - Breakout discussion – possible topics (45 minutes)
- Strategic planning best practices
  - Performance measurement
  - Incentive compensation
- Enterprise Risk Management
  - Presentation on breakout discussion (Breakout discussion group leader) (30 minutes)

3.45 Roundtable #3 – Airline and Airport Relations (Stanton)
  - Update on airport airline collaboration initiative (Stone)
  - Airport credit standards vs. airline credit standards
  - Standard benchmarking metrics and minimum consultation standards???

4:45 Adjourn

4:45 Bus leaves for evening activity (Hosted by Indianapolis Airport Authority)

Please join us for an evening of Midwest Hospitality. Shuttle buses will leave the Airport Terminal from the Ground Transportation Center immediately following the adjournment of the meetings on Tuesday 7/21.

At 5:00 we will arrive at the World Famous Indianapolis Motor Speedway and enjoy a Grounds Tour and a trip around the speedway itself (on a shuttle bus, sorry no racecars available. . .) It is the week leading up to the Allstate 400 so you never know who might be hanging around the track. We will end our tour with a photo opportunity at the Yard of Bricks (all that is left of the original track surface from 1909) and then in the Winner's Circle. For more information you can visit: http://www.allstate400atthebrickyard.com/ or http://www.indianapolismotorspeedway.com/

After completing our Grounds Tour the shuttle buses will whisk us downtown to the historic Easley Winery for a Champagne Welcome followed by a Tour, Wine Tasting, and Dinner. During the wine tasting you may select your wine to accompany your dinner.

At the conclusion of the evening, the shuttle buses will stop at the Hilton Downtown, the Crowne Plaza Airport, and end back at the terminal at approximately 10:45 PM.

Agenda – Wednesday, July 22nd

8:00 - 8:30 Breakfast

8:15 Roundtable #3 – Airline and Airport Relations (Stanton)
  - Roundtable with airline representatives (105 minutes)
    - ATA airline consortium case studies (3-5 case studies) (Neil Maxfield, Continental Airlines, Lori Peters, United Airlines, and Amy Weaver, Southwest Airlines) (30 minutes)
    - IATA online rates and charges database (Cyriel Kronenburg, IATA, Michael Rudis, Continental Airlines) (30 minutes)
    - Joint purchasing program (15 minutes) (Tom Middleton, Louisville Regional Airport Authority)
- Rates and charges consultation content and horizon (15 minutes) (John Wheat, Tampa International Airport)
- Airport credit standards vs. airline credit standards (15 minutes) (Pete Stettler, Ricondo)
- Other topics (15 minutes)

10:30  General roundtable discussions and other “Needs and Leeds” (Borgan Anderson, Seattle-Tacoma International Airport)
- Best Practices Checklist – CIP, rates and charges package, and investor relations
- New revenue sources / innovations in non-aeronautical revenues
- Property development opportunities
- If you have a need – bring it up here; if you have a “lead” or good idea – bring it up here. Note – every one should have at least one need and lead.

11:50  Closing Comments and Adjourn

12:00 – 6:00  Working Lunch and ACRP #0107 Workshop
ACRP 01-07: A Resource Manual for Airport/Airline Agreements and Rate Methodologies – a presentation and moderated discussion on the content and structure of the draft resource manual, intended to inspire revisions that add value and utility to the soon-to-be published ACRP Report.

Conference workshops are all Group-Live.

**Conference Learning Objectives:** Participants will gain an understanding of various airport business practices and learn techniques to monitor and audit various activities. Workshops will focus on tips to improve practices and will discuss approaches used by various airports.

**Course Level:** The course level is intermediate. Conference workshops are designed for individuals with a basic understanding of airport industry concepts and issues.

**Prerequisite:** Individuals with a basic understanding of airport industry concepts and issues & who are at a pre management level or above.

**Conference participants are eligible to receive up to 8 hours of Management CPE credits.**

For more information regarding administrative policies such as complaints, cancellations and refunds, please contact Rajni Tripathi, Research Analyst, Economic Affairs & Research at (202) 293-8500 or rtripathi@aci-na.org.

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